

SEMINAR INFORMATION

Friday, Oct. 11th

ROOM Assignments for this are all
A seminars will be in Tennessee Ballroom A
B seminars will be in Southeast Ballroom AB

1A. Heavy Equipment – How It Works, and How It Fails
Zach McGovern, Mechanical Engineer – SEA Limited

This session will include overall functions and potential failures of diesel engines, hydraulic systems, electronic and control systems, and material / structural components.

1B. Fleetrite Product and Venture/Partnership Overview
TJ O'Hanlon – Navistar

This session will focus on collision and collision related items and part only locations for Navistar Fleetrite products. The session will also include partnership overviews with Navistar/Volkswagen and Love's Travel Stops.

2A. DTNA's Strategy for the Collision Market
Kevin Clary – Daimler

This session will give an overview of the DTNA's collision program, how the DTNA views the collision market, and how DTNA is responding to the market changes.

2B. Proper Investigation Techniques
Thom Kramer – Marshall Investigative

This session will include internet fraud, investigation techniques that will hold up in court, tips on proper investigation of cyber websites, processing and storing data, and updates on investigative cyber trends.

3A. OPEN FORUM (PANEL DISCUSSION)

*Attorney (Susan Welde) Adjuster Tom Everette,
Company (Kent Mortensen & Betty Clayton)*

3B. Greg Zarin - Subrosmart

This session will focus on proper subrogation investigation techniques. This includes tips on what to include (and not include) in adjuster reports, special considerations in proof of loss forms, items to capture in photos, and important items to include in obtaining driver statements.

4B. How to Calculate Seam Sealers and Foams During Repair
Todd Mathes and Dave Woods, – 3M

This session will focus on when, why, and where to apply foams and seam sealers. There will also be discussions on calculation tools and Standard Operating Procedures that pertain to foams and seam sealers in the truck repair market.

SEMINAR INFORMATION

Saturday, Oct 12th

ROOM Assignments for this are all
A seminars will be in Tennessee Ballroom A
B seminars will be in Southeast Ballroom AB

5A. Fire Losses – Trailer Mechanical Issues/Failures

Co-presentation by Bill Asbell and Gary VanderMolen – Rimkus Consulting Group, Inc.

This session will focus on the mechanical issues and failures in trailers.

5B. Grain Trailers and Repair Updates

Leon Brownlee, President – TriState Claims

This session will focus on an overview of grain trailers and repairs. How to repair and not being afraid of the repair process.

6A. Livestock Trailers and Repair Updates

Leon Brownlee, President – TriState Claims

This session will focus on an overview of livestock trailers and repairs. How to repair and not being afraid of the repair process.

6B. Advancing the Power of Electronic Estimating for RVs

Douglas Orr and Ryan Woolfenden – PPG / AdjustRite

This presentation will highlight the ability to enhance accuracy, consistency, and efficiency through utilization of a comprehensive and logic-based automated estimating solution for RVs.

7A. OPEN FORUM DISCUSSION on Wreck Repair Start to Finish

Adjuster (TBD), Company (TBD) & Body Shop on Panel (TBD)

7B. Engines – Rollovers and Emission Requirements

Roger Ferrell – Interstate Truck Center

This session will focus on 3 engines; Paccar, Cummins, and International. It will explain what happens when they are rolled over with ECM details. This session will also include these engines in relation to new emissions requirements in California.

8B. Investigating Suspected Fraud in Heavy Equipment Losses

Adam Brand, Esq. – Brand & Tapply, LLC

This session will focus on an overview of red flags, investigative techniques, policy requirements, and defenses in claims involving insurance fraud. This presentation will address the dos and don'ts for suspect claim investigations.